



# SMARTLINK HOLDINGS LIMITED

**Annual Report 2020-21**



## Group Vision

To be a leading player in the Digitally Connected World, by offering a complete value proposition from product design to customer delight.



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# Chairman's Message



**K. R. Naik**  
Executive Chairman

Dear Shareholders,

It is my proud privilege and pleasure to present our Annual Report for the year ended March 31, 2021.

This year has been extremely challenging and it continues to be with the whole world getting into the 2<sup>nd</sup> wave of Covid-19. This crisis has been truly unprecedented, and is still continuing even today after almost a year and half. The Company as part of its responsibility towards the society and as a part of

one of its commitments, offered one of our buildings at Goa, free of cost to Verna Industries Association to be used as COVID CARE CENTRE for Asymptomatic COVID patients. Later on, this building was also used for providing Covid Vaccines for about 4 months.

You all are aware that SMARTLINK HOLDINGS LTD is primarily an Investment Company having investments in mutual funds and bonds/deposits and land and building.

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*We are always happy to engage with right partners who can collaborate with us using our resource and setup to ensure optimum utilization.*

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DIGISOL SYSTEMS is Brand Products company with Sales, Marketing, Maintenance and Servicing products all over India. We introduced Enterprise range “ConvergeX” to distinguish Channel range of Products. In the case of Active Products line, we introduced FTTH products that too by manufacturing in SYNEGRA EMS.

SYNEGRA EMS being independent Company entered in manufacturing all kinds of products using our SMT lines, Testing lines etc. for local & export. We have started manufacturing of FTTH products and enhanced testing capabilities to enable manufacturing of FTTH products. As of today, we are manufacturing PCB's for Electric Vehicles and hope to increase our share as India progresses towards transition of Electrical Vehicle usage. SYNEGRA having the huge setup for large scale manufacturing, is constantly scouting for right ODM supplier.

In the case of TELESMAART we are having higher end ENTERPRISE SCS products and we decided to manufacture & supply high end quality products to well known Brand of European & USA companies. We are having an excellent quality production line in copper & Fiber and plan to do more ODM business.

We are always happy to engage with right partners who can collaborate with us using our resource and setup to ensure optimum utilization.

SMARTLINK completed one more buy back in May, 2021, thereby rewarding the shareholders. The company bought back 33,25,000 Equity Shares at ₹95/- per share aggregating ₹3,159 lakhs. Subsequent to buy back, the paid-up equity share capital of the company has reduced from ₹266 lakhs to ₹199.50 lakhs.

As regards the consolidated financial performance, the Company's Total Income on consolidated basis for the year stood at ₹7,288.50 lakhs as against ₹7,570.23 lakhs in the previous year. The Profit after Tax for the year stood at ₹1,041.08 lakhs as against a loss of ₹1,471.61 lakhs in the previous year.

I am confident that with the efforts of the Government in promoting large scale vaccinations and the greatly improved medical facilities that are available today, we would soon get the pandemic under control. Till then, I would urge you to follow Covid-19 protocols, get vaccinated and stay safe.

In conclusion I must express my sincere gratitude to the Members of the Board for their constant guidance and advise. I am thankful to our Management Team, Customers, Shareholders, Partners, and all the other Associates who have reposed their trust and confidence in SMARTLINK.

Thanking you,

Yours sincerely,

**K. R. Naik**

# Business Overview

## THE BUSINESS OF OUR SUBSIDIARIES

**S**martlink Holdings Ltd. was in the Networking Products line business for more than three decades and involved in sourcing, manufacturing, sales, marketing and support, etc.

The Company undertook a restructuring exercise and now has three independent subsidiaries, namely, Digisol Systems Ltd., Synegra EMS Ltd. and Telesmart SCS Ltd. to grow the businesses in a focused manner using its expertise of over three decades. Smartlink Holdings Ltd. is now an NBFC with assets and cash investments which includes investment in the three subsidiary companies.

The three subsidiaries are engaged in businesses as follows:

1. **Digisol Systems Ltd.** is a BRAND Products Company, engaged in the marketing, sales, service and support of Active and Passive range of NETWORKING Products. DIGISOL Company has many years of experience in Networking products and is familiar with all kinds of products and able to offer latest technology products; and in some cases by getting them locally manufactured to its specifications.
2. **Synegra EMS Ltd.** is an IT and Electronic EMS Products Manufacturing Company capable of sourcing, all kinds of detail parts required locally, and if required, by importing various types of electronic components from many sources. It has more than three decades of experience, having been formed by separating from SMARTLINK NETWORK Systems Ltd. It has modern manufacturing facilities, which include SMT lines, Soldering lines, Assembly lines and Testing lines with extensive Test Equipment suitable for the manufacture of a wide range of WiFi and ONU range of products.
3. **Telesmart SCS Ltd.** is Passive, Copper & Fiber Products Manufacturing Company having a partner with a large number of Patents in Copper Connectivity Products. TELESMAST is well equipped to supply to Brand companies in India or worldwide as its Products are of Original Design and Patented.

The capabilities include getting Products moulded to own design from local vendors, or sourcing material and parts locally or import and Assemble using the large Assembly lines and Test, with its Testing lines well equipped with a range of Testing Machines procured from abroad. TELESMAST has own Engineering Team for sourcing and designing some of the Products. In the case of Fiber Products as well, it has a full setup for manufacturing many kinds of Products like Patch Cords, Pigtaills, LIUs etc.





## DIGISOL SYSTEMS LTD.

The IT networking industry grows by leaps and bounds every year however, the one thing that stays comparatively constant is the brand. Due to the technology industry's accelerated evolution, brands take on increased importance by providing an effective counterbalance to what buyers perceive as constant change, clutter and confusion.

While we strive to push the boundaries with our marketing activities, we accord great importance to brand building which will ensure our long-term success. Our efforts have been focused on positioning DIGISOL as a leading '**Made in India**' Networking Products brand that offers products of global standards, credibility and delivers a fantastic user experience.

### Active Networking Products

Digisol offers a wide range of Active Networking products and its portfolio encompasses many kinds of connectivity products using Copper or Fiber or wireless as media and across the IT networking spectrum. DIGISOL products incorporate world class quality and are backed by Synegra's and Telesmart's own manufacturing facility and a nationwide distribution network. They have call-based technical support backed by a strong in-house service team.

Digisol has been steadily working to introduce new generation products like Next Gen wireless routers, networking switches and enterprise wireless products, full range of FTTH Products based on the changing needs of the market. These also include products manufactured by the Group's products manufacturing arm Synegra EMS.



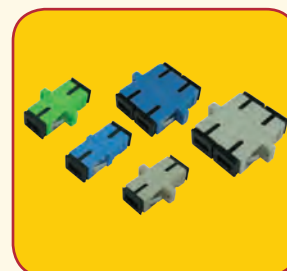
Fiber holds immense opportunities with faster data speeds over limitless distances. Accordingly, Digisol has launched a series of Next Gen FTTH active networking products which includes GEPON, GPON, ONU, OLTs, Splitters, ODF, and Fiber Distribution Box.

DIGISOL's newly launched End to End FTTH solution provides high speed Internet, triple play service, Wi-Fi, voice and video services for home-connected users. Our technology and expertise ensure that consumers get wider bandwidth, faster data speed, and better connectivity.

### Digisol Enterprise SCS range

Technology is rapidly evolving and along with it the needs of business. With large connectivity sites coming up like SMART CITY, there is a need for high speed and high-quality products. The DIGISOL "ConvergeX range is ideal for such applications with POE connectivity. Its contacts are with 50 microns gold plating and kit has solder-less contacts joints to avoid rusting on long term use.

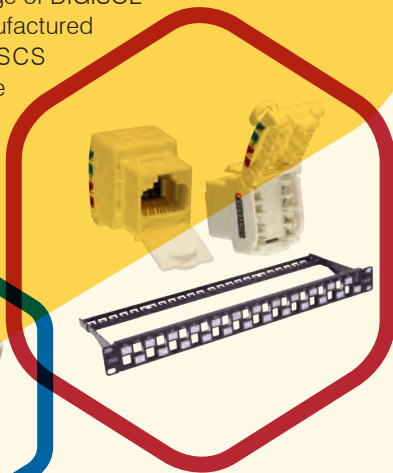
The name DIGISOL ConvergeX is a combination of the word 'Converge' that stands for a single network that unifies and carries a combination of data, voice and video traffic, while X stands for the Xtreme speed. The ConvergeX enterprise structured cabling series aims to enhance the way enterprises work and unlocks immense opportunities for the future.



### Digisol Channel SCS range

The range of DIGISOL Passive Networking products includes Copper, Fiber and FTTH solutions. All DIGISOL SCS Products adhere to EIA/TIA, ISO/IEC and UL international standards. These RoHS compliant products are backed by 25 years international product warranty for performance. With its strong presence in SMB & Enterprise segments, DIGISOL works closely with regional and national system integrators for enhanced presence in large scale projects.

DIGISOL's Structured Cabling Systems fulfil the network connectivity needs of medium to small businesses and home networks. The entire range of DIGISOL SCS products are manufactured in India by Telesmart SCS Ltd. and Cables are sourced from Cable vendors manufactured as per our standard and certified by U/L.



### Brand Building: The key to DIGISOL's success

Brand building has always been accorded top priority at Digisol. While it is important to provide finest quality products of the latest technology, the manner in which the consumer perceives the brand is equally important, especially from the long-term perspective.

Digisol will continue to invest in educating the channel community, system integrators and large base of Electrician / Installers who interact with the end consumers and play a strong role in building the brand.



The Company's brand building efforts also include participation in the leading industry events, trade shows and expos and in-shop branding. In addition to traditional advertising in India, Digisol is active in the Digital space with an engaging website [www.digisol.com](http://www.digisol.com) and has a vibrant presence on important social media platforms like Facebook, LinkedIn, Instagram and Twitter with strong content marketing.

Our unique distribution system comprises of exclusive regional distributors to address the Channel and Enterprise segments. This ensures extensive reach and easy availability of all our products and solutions throughout the country.

**DIGISOL  
has a Strong  
Nationwide Presence**

**20+** Regional  
Distributors  
**1000** System  
Integrators  
**200** Stockist  
Partners





## SYNEGRA EMS LTD.



**S**ynegra EMS Ltd is Electronics Manufacturing Services (EMS) Company with over three decades of experience in manufacturing various types of networking products. Its certified facilities at Goa includes SMT lines, soldering lines and Assembly Testing Lines. It has a highly skilled team for electronics manufacturing including components sourcing.



The Company has been manufacturing products like Computer Motherboards, Add on Cards, Networking and Telecommunication Products, Medical devices etc. for over three decades. Also widened its activities by venturing into the manufacture of PCB's for Electronic Vehicles.

It anticipates steady growth with its manufacturing capacity suited for both export as well as domestic markets under Make in India initiative of Government of India.



## TELESMART SCS LTD.

**T**elesmart SCS Ltd. is a subsidiary of Smartlink Holdings Ltd. and is engaged in the business of manufacturing a wide range of Passive networking (SCS) products. The Company has expertise in manufacturing various types of structured cabling products in both copper and fiber range as an ODM supplier to Brand Companies including DIGISOL.



Telesmart's cabling portfolio includes end-to-end cabling solutions (Cat 5e, Cat 6 & Cat6A), Patch Panels, Patch Cords.

The fiber range includes fiber patch cords and pigtails, etc.

The Company has state-of-the-art production lines for copper and fiber products manufacturing designed as per lean concept. It has also set up a Clean Room for Fiber Patch cord manufacturing, where Fiber Cords are manufactured under controlled temperature and clean environment.



# Board of Directors



**K. R. Naik, Executive Chairman**

Mr. K. R. Naik is the founder of Smartlink Holdings Ltd. (formerly known as Smartlink Network Systems Limited). He joined the Company as the Director on 31<sup>st</sup> March 1993. His vision is to make the group companies the premier technology Companies with a strong base of Manufacturing in the Networking/ Communication field. Mr. Naik has over four decades of experience in the networking industry. He holds Post Graduate Diploma in Industrial Engineering from Jhunjunwala College & Diploma in Business Management from Jamnalal Bajaj Institute of Management, Mumbai. He started his career with IBM India in development & sourcing of parts of Data Processing Machines in IBM Mumbai Plant. He is also a former President of MAIT.



**Arati Naik**

Ms. Arati Naik has been appointed as Executive Director of Smartlink. She was Chief Operating Officer of the Subsidiary Company, Digisol Systems Limited and was involved in managing DIGISOL business and defining strategies for the products business. She is Graduate in Computer Science and Post-Graduation in Business & Information Systems from The University of Bolton, UK and alumni of IIM Bangalore, having done an executive general management program.



**K. M. Gaonkar**

Mr. K. M. Gaonkar possesses a Masters Degree in Science from UDC Mumbai and has 33 years of experience in the petrochemical and fibre industry. He started his career with Colour Chem Ltd as a research chemist, where he worked for a period of 7 years before shifting to Reliance Industries Ltd. He worked for 23 years in various positions in Reliance Industries, with the last six years as a Vice President in their Fibres Marketing Division.



**Pradeep Rane**

Mr. Pradeep Rane is a science graduate and has over 36 years of experience in Sales, Marketing, Strategic Planning and overall Business Management with the Pharmaceutical industry.



**Pankaj Baliga**

Mr. Pankaj Baliga has a Bachelor's Degree in Engineering, NIT Durgapur, Master's Degree in Business Administration from IIM Ahmedabad, and is a SPURS Fellow, Massachusetts Institute of Technology, U.S.A. He has more than 44 years of experience in management, including 36 years with the Tata Group with the last 14 years at Tata Consultancy Services Ltd (TCS).



**Bhanubhai Patel**

Mr. Bhanubhai Patel holds a Bachelors Degree in Commerce and General Law and is a Member of the Institute of Chartered Accountants of India. He has more than 39 years of experience in the field of Finance and General Management. He has worked with Indian Xerographic Systems Ltd. (a Modi-Xerox Joint Venture) for 10 years and for last 29 years with Oerlikon Textile India Pvt. Ltd. (part of a Swiss based Oerlikon Group) in various capacities where presently he is holding the position of Chairman & Managing Director.



**Pradeep Pande**

Mr. Pradeep Pande is a Fellow of the Chartered Institute of Personnel Development (FCIPD) UK and Fellow of the Chartered Professional in HR (FCPHR) Australia. He possesses a Bachelors degree in Science and Legislative Law (LLB), Master degree in Labour Studies - Human Resources Management and has done Diploma in Training & Development. He has vast experience in Human Resource Management having worked with Hindustan Unilever, Aventis Pharma, Roche Products, Lupin Limited, Ispat Industries, Binani Industries Limited, Alkem Laboratories and RAK Ceramics, UAE.